

Commonwealth of Virginia
State Milk Commission
2014 Annual Statistical Summary



State Milk Commission

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Chairperson

Kenneth Smith

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Jessica Jones
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Assistant Attorney General

Jim Flaherty

Administrator

Crafton O. Wilkes

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Summary

During 2014, Class I sales in Virginia Markets decreased from 2013. Sales in the Eastern Market decreased by 19,488,347 pounds, a loss of 4.59%; sales in the Western Market decreased by 13,451,503 pounds, a loss of 3.71%; and sales in the Southwestern Market increased by 182,880 pounds, a gain of 0.37% for an overall loss in Virginia of 3.91%, or 32,756,970 pounds.

Total milk production by licensed baseholding producers increased by 0.82% from 2013, while the number of licensed baseholding producers decreased by 46 producers.

Grade A production by Virginia producers increased 3.33%, a gain of 56,803,545 pounds.

Administrator's Comments

2014 brought historically high prices for producers, and those highs brought a much needed improvement in margins and net income on the farm. The drawback to these record prices were lower processor margins and high retail prices, and fluid milk sales declined noticeably. Conventional milk sales dipped 3.60% nationally, and 3.91% in Virginia, so consumers felt the pinch in their pocketbook, and either purchased less milk or sought out alternatives to paying an average of \$3.89 for a gallon of whole milk. There will be a transitional period in 2015 as dairy prices level out, and it will sting a little more because 2014 was such a good year for producers comparatively.

The Milk Commission began its transitional period in 2014. Rodney Phillips served the Commission as Administrator for 22 years, and retired at the end of May (to farm, so retired should be used in the loosest sense possible). Janet Burney, a Milk Commission Auditor with 35 years of state service, also retired at the end of the year. I am extremely grateful for their help in getting me up to speed, and assisting the remaining staff with the transition despite having greener pastures beckoning them from the other side of the fence. Credit should also be given to current Milk Commission staff, as I have asked them to take on new responsibilities and step out of their comfort zones, and they have maintained a positive attitude while accepting the challenge.

Class I and II Price by Virginia Market
Price per Hundredweight at 3.5% Butterfat

Month	Class I						Class II	
	Eastern Market		Western Market		Southwestern Market		All Markets	
	2014	2013	2014	2013	2014	2013	2014	2013
January	\$28.70	\$26.19	\$28.50	\$25.99	\$27.93	\$25.54	\$22.21	\$18.19
February	\$29.24	\$25.43	\$29.04	\$25.23	\$28.47	\$24.77	\$23.73	\$18.49
March	\$30.86	\$25.02	\$30.66	\$24.82	\$30.09	\$24.25	\$24.22	\$18.82
April	\$30.87	\$24.92	\$30.67	\$24.72	\$30.10	\$24.15	\$24.74	\$18.73
May	\$31.69	\$24.98	\$31.49	\$24.78	\$30.92	\$24.21	\$24.44	\$18.43
June	\$30.08	\$26.15	\$29.88	\$25.95	\$29.31	\$25.38	\$23.94	\$19.14
July	\$30.24	\$26.13	\$30.04	\$25.93	\$29.47	\$25.36	\$24.41	\$19.22
August	\$31.09	\$26.10	\$30.89	\$25.90	\$30.32	\$25.33	\$25.34	\$19.27
September	\$30.85	\$26.38	\$30.65	\$26.18	\$30.08	\$25.61	\$26.11	\$19.78
October	\$31.41	\$26.42	\$31.21	\$26.22	\$30.64	\$25.65	\$21.93	\$20.56
November	\$31.24	\$27.42	\$31.04	\$27.22	\$30.47	\$26.65	\$19.91	\$20.76
December	\$28.78	\$27.59	\$28.58	\$27.39	\$27.61	\$26.82	\$19.09	\$21.66
Average	\$30.42	\$26.06	\$30.22	\$25.86	\$29.62	\$25.31	\$23.34	\$19.42

Table I

2014 Class I and II Price by Virginia Market
Skim and Butterfat Price per Hundredweight

Month	Class I						Class II	
	Eastern Market		Western Market		Southwestern Market		All Markets	
	Skim	Butterfat	Skim	Butterfat	Skim	Butterfat	Skim	Butterfat
January	\$23.0300	\$1.8513	\$22.8300	\$1.8493	\$22.2600	\$1.8436	\$16.5100	\$1.7944
February	\$23.7900	\$1.7947	\$23.5900	\$1.7927	\$23.0200	\$1.7870	\$17.2700	\$2.0179
March	\$24.3600	\$2.1020	\$24.1600	\$2.1000	\$23.5900	\$2.0943	\$17.6700	\$2.0472
April	\$24.4400	\$2.0816	\$24.2400	\$2.0796	\$23.6700	\$2.0739	\$17.9200	\$2.1277
May	\$24.6700	\$2.2512	\$24.4700	\$2.2492	\$23.9000	\$2.2435	\$17.0600	\$2.2791
June	\$22.8000	\$2.3078	\$22.6000	\$2.3058	\$22.0300	\$2.3001	\$15.9300	\$2.4483
July	\$22.2300	\$2.5099	\$22.0300	\$2.5079	\$21.4600	\$2.5022	\$15.7100	\$2.6419
August	\$22.4400	\$2.6957	\$22.2400	\$2.6937	\$21.6700	\$2.6880	\$15.9200	\$2.8518
September	\$21.7800	\$2.8095	\$21.5800	\$2.8075	\$21.0100	\$2.8018	\$15.2600	\$3.2537
October	\$20.8900	\$3.2132	\$20.6900	\$3.2112	\$20.1200	\$3.2055	\$12.3600	\$2.8577
November	\$20.4300	\$3.2934	\$20.2300	\$3.2914	\$19.6600	\$3.2857	\$12.6200	\$2.2081
December	\$21.6400	\$2.2560	\$21.4400	\$2.2540	\$20.4600	\$2.2442	\$12.1400	\$2.1061
Average	\$22.7083	\$2.4305	\$22.5083	\$2.4285	\$21.9042	\$2.4225	\$15.5308	\$2.3862

Table II

Class I Sales (lbs) by Plant Type

Order	Eastern Market		Western Market		Southwestern Market		All Markets	
	2014	2013	2014	2013	2014	2013	2014	2013
State	228,191,154	265,134,757	52,194,698	41,664,258	261,835	299,228	280,647,687	307,098,243
Federal	176,753,373	159,298,117	297,394,981	321,376,924	50,017,811	49,797,538	524,166,165	530,472,579
Total (lbs)	404,944,527	424,432,874	349,589,679	363,041,182	50,279,646	50,096,766	804,813,852	837,570,822
Change (%)		-4.59%		-3.71%		0.37%		-3.91%

Table III

Class I Sales (lbs)*
***Excludes Producer-Processor General Distributor Sales**

Month	Eastern Market		Western Market		Southwestern Market		All Markets	
	2014	2013	2014	2013	2014	2013	2014	2013
January	36,869,118	37,619,556	31,322,257	34,190,743	4,809,804	4,952,809	73,001,179	76,763,107
February	32,851,253	33,967,948	28,492,348	30,383,199	4,180,146	4,325,131	65,523,747	68,676,278
March	35,759,165	37,296,236	29,925,310	33,080,044	4,408,008	4,607,505	70,092,483	74,983,785
April	33,589,181	34,371,017	28,313,022	31,529,226	4,156,375	4,374,748	66,058,577	70,274,992
May	34,168,802	36,061,575	28,376,144	31,313,946	4,155,585	4,231,101	66,700,531	71,606,622
June	31,770,458	33,022,399	25,412,706	26,992,036	3,804,874	3,634,446	60,988,038	63,648,880
July	31,880,779	33,576,418	27,119,732	27,567,871	4,043,232	3,868,475	63,043,744	65,012,764
August	33,016,278	34,832,236	28,360,159	28,940,527	4,117,814	4,090,111	65,494,251	67,862,874
September	33,405,051	34,399,345	28,873,458	28,573,709	4,290,807	3,952,969	66,569,316	66,926,022
October	34,222,036	36,853,676	32,538,733	30,604,538	4,287,374	4,045,815	71,048,143	71,504,029
November	33,452,030	35,638,247	30,486,309	30,367,656	3,979,178	4,033,507	67,917,517	70,039,410
December	33,960,375	36,794,221	30,369,502	29,497,686	4,046,449	3,980,150	68,376,325	70,272,057
Total	404,944,527	424,432,873	349,589,679	363,041,182	50,279,646	50,096,766	804,813,851	837,570,821
Change (%)		-4.59%		-3.71%		0.37%		-3.91%

Table IV

NOTE: Totals may not balance due to rounding differences.

2014 Surveyed Retail Prices

Eastern Market												
Month	HVD			Lowfat 2%			Lowfat 1%			Skim		
	GAL	HGAL	QT	GAL	HGAL	QT	GAL	HGAL	QT	GAL	HGAL	QT
January	\$3.72	\$2.47	\$1.66	\$3.55	\$2.33	\$1.60	\$3.44	\$2.26	\$1.58	\$3.37	\$2.19	\$1.56
February	\$3.77	\$2.49	\$1.66	\$3.64	\$2.42	\$1.65	\$3.55	\$2.35	\$1.64	\$3.49	\$2.32	\$1.62
March	\$3.96	\$2.60	\$1.69	\$3.84	\$2.53	\$1.69	\$3.73	\$2.48	\$1.68	\$3.67	\$2.45	\$1.67
April	\$3.97	\$2.60	\$1.69	\$3.85	\$2.54	\$1.69	\$3.73	\$2.48	\$1.68	\$3.67	\$2.44	\$1.67
May	\$3.91	\$2.61	\$1.71	\$3.76	\$2.52	\$1.69	\$3.65	\$2.49	\$1.68	\$3.57	\$2.44	\$1.67
June	\$3.96	\$2.53	\$1.59	\$3.80	\$2.47	\$1.58	\$3.69	\$2.39	\$1.56	\$3.62	\$2.36	\$1.54
July	\$3.98	\$2.56	\$1.68	\$3.79	\$2.50	\$1.66	\$3.70	\$2.35	\$1.63	\$3.60	\$2.36	\$1.61
August	\$3.98	\$2.53	\$1.70	\$3.84	\$2.51	\$1.66	\$3.74	\$2.37	\$1.55	\$3.65	\$2.38	\$1.59
September	\$3.91	\$2.59	\$1.70	\$3.76	\$2.51	\$1.66	\$3.63	\$2.37	\$1.55	\$3.55	\$2.34	\$1.59
October	\$3.92	\$2.60	\$1.75	\$3.77	\$2.52	\$1.73	\$3.65	\$2.38	\$1.63	\$3.56	\$2.35	\$1.69
November	\$3.84	\$2.49	\$1.61	\$3.67	\$2.36	\$1.56	\$3.52	\$2.22	\$1.44	\$3.39	\$2.21	\$1.51
December	\$3.81	\$2.37	\$1.59	\$3.60	\$2.28	\$1.54	\$3.46	\$2.15	\$1.43	\$3.34	\$2.12	\$1.50

Table V

Western Market												
Month	HVD			Lowfat 2%			Lowfat 1%			Skim		
	GAL	HGAL	QT	GAL	HGAL	QT	GAL	HGAL	QT	GAL	HGAL	QT
January	\$3.79	\$2.56	\$1.72	\$3.70	\$2.52	\$1.71	\$3.62	\$2.46	\$1.70	\$3.59	\$2.46	\$1.68
February	\$3.89	\$2.62	\$1.70	\$3.79	\$2.58	\$1.70	\$3.72	\$2.53	\$1.69	\$3.70	\$2.51	\$1.68
March	\$4.00	\$2.67	\$1.75	\$3.90	\$2.63	\$1.74	\$3.83	\$2.59	\$1.73	\$3.76	\$2.57	\$1.72
April	\$4.00	\$2.66	\$1.85	\$3.91	\$2.62	\$1.85	\$3.84	\$2.58	\$1.85	\$3.81	\$2.57	\$1.85
May	\$4.10	\$2.78	\$1.76	\$4.00	\$2.73	\$1.75	\$3.93	\$2.68	\$1.74	\$3.86	\$2.65	\$1.73
June	\$4.08	\$2.71	\$1.66	\$3.93	\$2.67	\$1.64	\$3.82	\$2.55	\$1.63	\$3.73	\$2.58	\$1.61
July	\$4.00	\$2.69	\$1.75	\$3.88	\$2.65	\$1.75	\$3.78	\$2.57	\$1.73	\$3.66	\$2.55	\$1.72
August	\$4.07	\$2.76	\$1.76	\$3.93	\$2.87	\$1.74	\$3.85	\$2.63	\$1.71	\$3.72	\$2.61	\$1.69
September	\$4.06	\$2.77	\$1.74	\$3.88	\$2.72	\$1.72	\$3.81	\$2.64	\$1.71	\$3.68	\$2.63	\$1.69
October	\$4.07	\$2.74	\$1.74	\$3.85	\$2.71	\$1.71	\$3.76	\$2.62	\$1.70	\$3.61	\$2.60	\$1.67
November	\$4.06	\$2.75	\$1.74	\$3.81	\$2.62	\$1.64	\$3.62	\$2.48	\$1.58	\$3.48	\$2.45	\$1.53
December	\$3.94	\$2.71	\$1.69	\$3.78	\$2.62	\$1.63	\$3.62	\$2.46	\$1.57	\$3.51	\$2.46	\$1.52

Table VI

Southwestern Market												
Month	HVD			Lowfat 2%			Lowfat 1%			Skim		
	GAL	HGAL	QT	GAL	HGAL	QT	GAL	HGAL	QT	GAL	HGAL	QT
January	\$3.71	\$2.39	\$1.70	\$3.60	\$2.36	\$1.70	\$3.52	\$2.31	\$1.70	\$3.47	\$2.30	\$1.70
February	\$3.87	\$2.52	\$1.80	\$3.73	\$2.50	\$1.80	\$3.61	\$2.43	\$1.80	\$3.55	\$2.38	\$1.80
March	\$3.95	\$2.64	\$1.80	\$3.82	\$2.59	\$1.80	\$3.72	\$2.52	\$1.80	\$3.67	\$2.51	\$1.80
April	\$3.99	\$2.58	\$1.80	\$3.82	\$2.54	\$1.80	\$3.69	\$2.47	\$1.80	\$3.62	\$2.42	\$1.80
May	\$4.07	\$2.59	\$1.80	\$3.89	\$2.55	\$1.80	\$3.71	\$2.48	\$1.80	\$3.65	\$2.43	\$1.80
June	\$4.24	\$2.70	\$1.80	\$4.10	\$2.68	\$1.80	\$3.60	\$2.42	\$1.80	\$3.54	\$2.37	\$1.80
July	\$4.41	\$2.90	\$1.80	\$4.28	\$2.86	\$1.80	\$4.04	\$2.75	\$1.80	\$3.97	\$2.74	\$1.80
August	\$4.44	\$2.95	\$1.88	\$4.29	\$2.92	\$1.88	\$4.04	\$2.81	\$1.88	\$3.96	\$2.79	\$1.88
September	\$4.33	\$2.92	\$1.88	\$4.19	\$2.86	\$1.88	\$3.94	\$2.74	\$1.88	\$3.86	\$2.73	\$1.88
October	\$4.39	\$2.92	\$1.88	\$4.19	\$2.86	\$1.88	\$3.91	\$2.75	\$1.88	\$3.81	\$2.74	\$1.88
November	\$4.37	\$2.88	\$1.85	\$4.20	\$2.84	\$1.85	\$3.89	\$2.75	\$1.85	\$3.80	\$2.74	\$1.85
December	\$4.18	\$2.80	\$1.69	\$4.05	\$2.77	\$1.69	\$3.77	\$2.64	\$1.69	\$3.70	\$2.62	\$1.69

Table VII

Milk Production by Baseholding Producers

Month	Number of Producers		Production (lbs)	
	2014	2013	2014	2013
January	943	994	237,174,554	236,567,313
February	940	989	216,728,478	217,741,728
March	934	983	241,882,934	243,369,587
April	926	981	238,027,595	237,894,269
May	925	975	243,974,777	240,813,667
June	922	973	224,798,972	223,023,251
July	917	973	226,190,595	218,340,306
August	915	973	225,012,539	220,552,640
September	913	968	214,000,577	211,175,460
October	912	967	223,768,521	222,242,492
November	911	958	218,764,786	217,903,884
December	908	954	232,498,468	230,915,547
Total	-	-	2,742,822,796	2,720,540,144
Change (%)	-4.82%		0.82%	

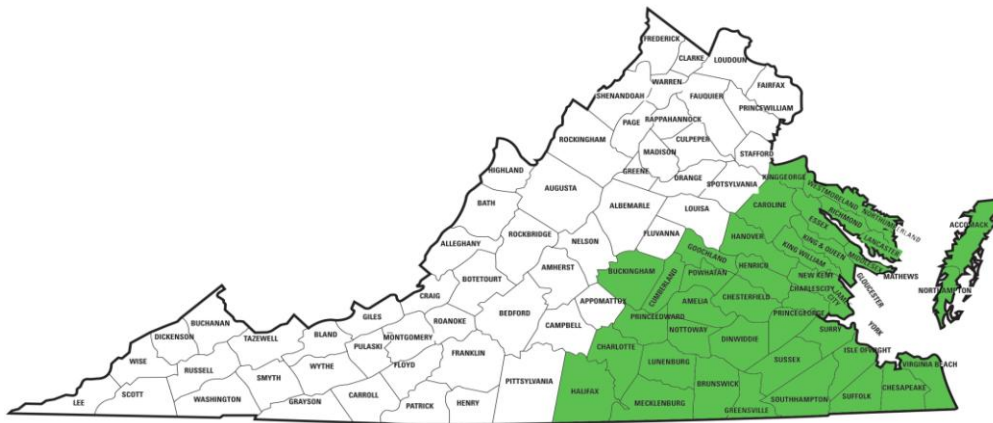
Table VIII

Baseholding Producers by State

State	Number of Baseholding Producers		
	2014	2013	Change (%)
Alabama	1	1	-
Delaware	3	3	-
Florida	1	1	-
Georgia	1	1	-
Indiana	2	2	-
Kentucky	1	1	-
Maryland	151	164	-7.93%
North Carolina	14	14	-
Pennsylvania	323	346	-6.65%
South Carolina	5	5	-
Virginia	396	406	-2.46%
West Virginia	9	9	-
Wisconsin	1	1	-
Total	908	954	-4.82%

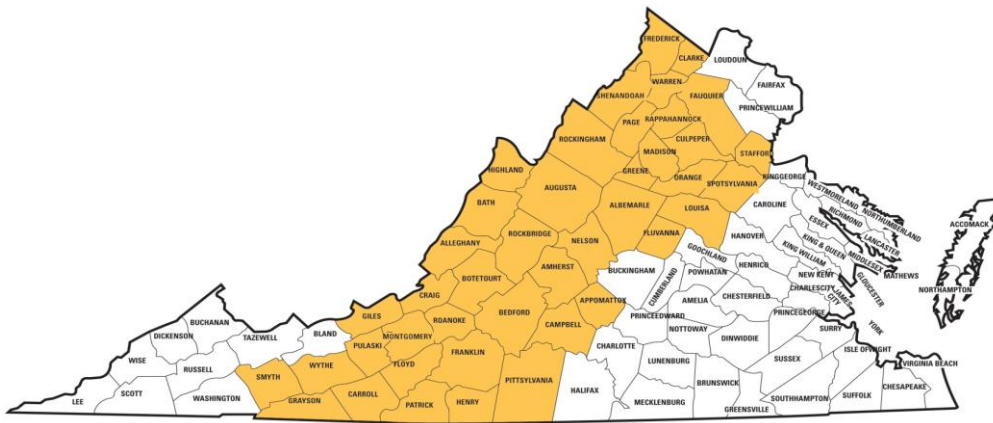
Table IX

Virginia Market Maps*



The Eastern Market Includes:

Counties of - Accomack, Amelia, Brunswick, Buckingham, Caroline, Charles City, Charlotte, Chesterfield, Cumberland, Dinwiddie, Essex, Gloucester, Goochland, Greensville, Halifax, Hanover, Henrico, Isle of Wight, James City, King and Queen, King George, King William, Lancaster, Lunenburg, Mathews, Mecklenburg, Middlesex, New Kent, Northampton, Northumberland, Nottoway, Powhatan, Prince Edward, Prince George, Richmond, Southampton, Surry, Sussex, Westmoreland, York; and Cities of - Chesapeake, Colonial Heights, Franklin, Hampton, Hopewell, Newport News, Norfolk, Petersburg, Richmond, South Boston, Suffolk, Virginia Beach, Williamsburg



The Western Market Includes:

Counties of - Albemarle, Alleghany, Amherst, Appomattox, Augusta, Bath, Bedford, Botetourt, Campbell, Carroll, Clarke, Craig, Culpeper, Fauquier, Floyd, Fluvanna, Franklin, Frederick, Giles, Grayson, Greene, Henry, Highland, Louisa, Madison, Montgomery, Nelson, Orange, Page, Patrick, Pittsylvania, Pulaski, Rappahannock, Roanoke, Rockbridge, Rockingham, Shenandoah, Smyth, Spotsylvania, Stafford, Warren, Wythe; and Cities of - Buena Vista, Charlottesville, Clifton Forge, Covington, Danville, Fredericksburg, Galax, Harrisonburg, Lexington, Lynchburg, Martinsville, Radford, Roanoke, Salem, Staunton, Waynesboro, Winchester



The Southwestern Market Includes:

Counties of - Bland, Buchanan, Dickenson, Lee, Russell, Scott, Tazewell, Washington, Wise; and Cities of - Bristol, Norton

* The counties of Arlington, Fairfax, Loudon, and Prince William; and the cities of Alexandria, Annandale, Arlington, Fairfax, Manassas, Manassas Park, McLean, Reston, Springfield, and Tysons Corner are not regulated by the Virginia State Milk Commission.

2014 Grade A Production by County*

Eastern Market		Western Market		Southwestern Market	
County / City	Production (lbs)	County / City	Production (lbs)	County / City	Production (lbs)
Amelia	42,001,629	Albemarle	6,425,989	Bland	5,061,179
Brunswick	983,569	Alleghany	4,572,795	Lee	--
Buckingham	7,349,215	Appomattox	2,225,924	Russell	2,242,823
Caroline	--	Augusta	141,489,613	Scott	1,293,937
Charlotte	16,731,838	Bedford	17,661,594	Tazewell	4,804,732
Cumberland	8,934,906	Botetourt	12,472,078	Washington	46,899,087
Dinwiddie	5,385,421	Campbell	29,179,752	Wise	--
Goochland	22,897,446	Carroll	8,134,561		
Halifax	1,501,369	Clarke	42,088,580		
Hanover	9,663,207	Craig	2,361,151		
James City	187,481	Culpeper	26,496,579		
King & Queen	3,375,379	Fauquier	45,506,796		
King William	4,707,951	Floyd	13,939,708		
Loudon	1,716,589	Fluvanna	--		
Mecklenburg	782,866	Franklin	198,865,608		
Nottoway	10,014,565	Frederick	1,714,829		
Powhatan	2,258,908	Giles	--		
Prince Edward	14,404,125	Grayson	9,738,444		
Prince William	13,607,345	Greene	7,092,486		
Richmond	3,130,182	Henry	162,432		
Surry	456,775	Louisa	--		
Westmoreland	4,127,601	Madison	17,657,167		
		Montgomery	25,496,063		
		Orange	14,022,470		
		Page	5,780,061		
		Patrick	16,522,561		
		Pittsylvania	153,423,541		
		Pulaski	18,745,343		
		Roanoke	3,333,025		
		Rockbridge	25,822,796		
		Rockingham	542,115,936		
		Shenandoah	41,841,348		
		Smyth	35,019,835		
		Spotsylvania	6,741,018		
		Wythe	39,307,839		
Chesapeake	--	Galax	10,965,397		
Suffolk	707,052	Staunton	1,439,104		
Eastern Total	174,925,419	Western Total	1,528,362,423	Southwestern Total	60,301,758
Total Grade A Production in Virginia: 1,763,589,600 lbs					

Table X

* The counties of Arlington, Fairfax, Loudon, and Prince William; and the cities of Alexandria, Annandale, Arlington, Fairfax, Manassas, Manassas Park, McLean, Reston, Springfield, and Tysons Corner are not regulated by the Virginia State Milk Commission.

**Licensed Processing General Distributors
As of December 31, 2014**

Agropur, Inc.
Aurora Organic Dairy, Inc.
Barber Dairies, Inc.
Borden Dairy Company Of Kentucky, LLC
Borden Dairy Company Of Florida
Broughton Foods Company
Byrne Dairy, Inc.
CF Burger
Clover Farms Dairy Company
Cloverland Dairy Ltd Partnership
Country Delite Farms, LLC
Cumberland Dairy, Inc.
Dairy Enterprises Inc.
Dairy Fresh, LLC
Dairy Maid Dairy, Inc.
Dean Dairy Products Company
Garelick Farms
Dean Foods Of Wisconsin, LLC
Farmland Dairies, LLC
Galliker Dairy Company
Garelick Farms Llc, T/A Tuscan Dairy Farms
Gossner Foods Inc.
Guida-Seibert Dairy Company
HP Hood, LLC
Harris Teeter, Inc.
Harrisburg Dairies, Inc.
Homestead Creamery, Inc.
Jackson Dairy
Jasper Products, LLC
Kohler Mix Specialties Of Minnesota, LLC
Land-O-Sun Dairies, LLC, Spartanburg, SC
Lifeway Foods, Inc.
Longacre's Modern Dairy, Inc.
Maola Milk & Ice Cream Company

Marva Maid Dairy, Newport News, VA
Marva Maid Dairy, Landover, MD
Mayfield Dairy Farms, LLC
Midland Farms, Inc.
Milkco, Inc.
Mountainside Farms, Inc.
Nestle USA Inc.
Oberweis Dairy Inc.
Organic Valley/CROPP Cooperative
PET Richmond
Potomac Farms
Pride Of Main Street LLC
Promised Land Dairy, LLC
Purity Dairies, LLC
Rosenberger's Dairy
Saputo Dairy Foods USA, Murray, KY
Saputo Dairy Foods USA, Fraser, NY
Shamrock Foods Company
Snowville Creamery, LLC
Southern Belle Dairy Company, Inc.
Steuben Foods, Inc.
Suiza Dairy Group LLC T/A Dairy Fresh
Superior Dairy, Inc.
Swiss Premium Dairy
Trickling Springs Creamery, LLC
Tuscan/Lehigh Dairies, Inc.
United Dairy, Inc., Charleston, WV
United Dairy, Inc., Harper's Ferry, OH
United Dairy - Fikes Division
Upstate Farms Cooperative, Inc.
Wawa Dairy, T/A Wawa Food Markets
Westover Dairy, T/A The Kroger Company
White Wave Foods Company
Winchester Farms Dairy

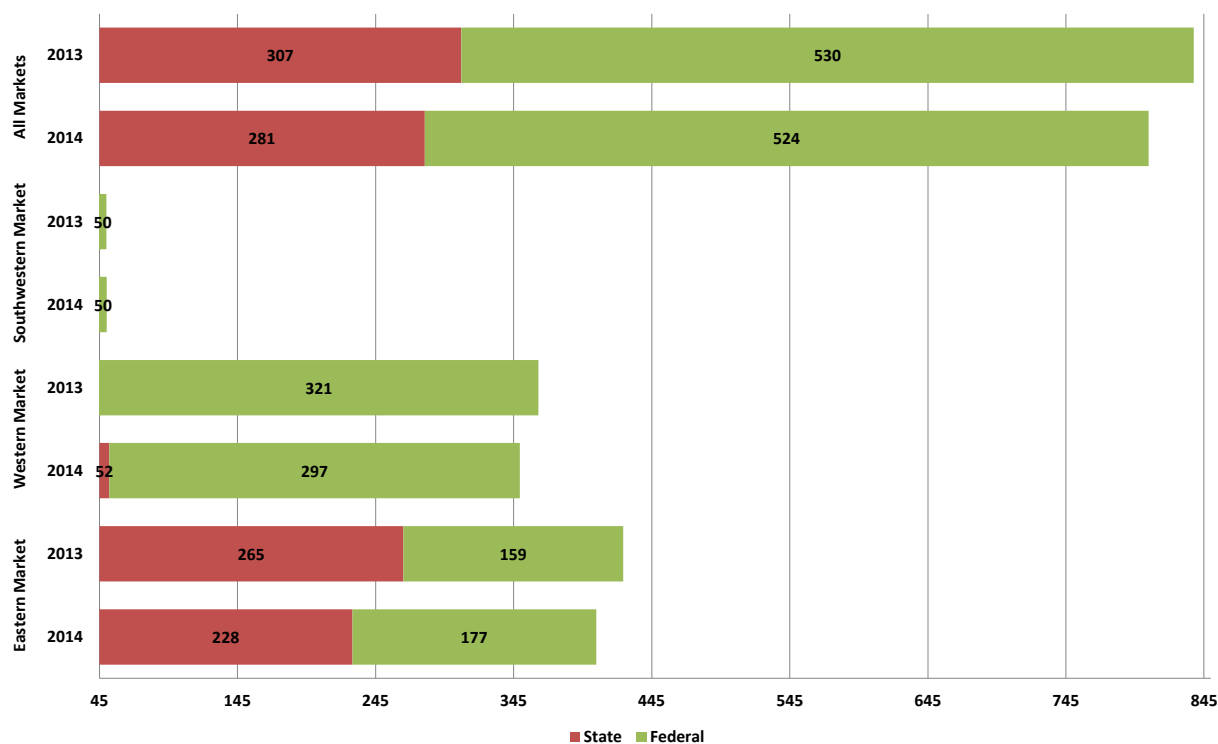
**Licensed Non-Processing General Distributors
As of December 31, 2014**

ACF Organics, LLC T/A Amish Country Farms	Meadowbrook Meat Company, Inc.
Albert's Organics	Merchants Distributors, Inc.
Associated Wholesale Grocers, Inc.	Merchants Grocery Company, Inc.
BK Miller Company, Inc.	Milton's Food Service, Inc.
B. Green & Company	Metropolitan Poultry Company
Blue Ridge Beverage Company, Inc.	Mid Mountain Foods, Inc.
Born Free Foods, LLC	MR Williams, Inc.
Brown Foodservice	Moran Foods, Inc., T/A Save-A-Lot LTD
Burris Logistics	Moseley & Reece, Inc.
Cardinal Freight Carriers, Inc.	Nash Finch Company
Chas. M Sledd Company	National DCP, LLC
The Chef's Warehouse, LLC	Natural Dairy Products Corporation
C & S Wholesale Grocers, Inc.	Organic Farm Marketing, LLC
Coastal Sunbelt Produce	PJK Food Service Corporation
Core-Mark Midcontinent	Produce Source Partners Inc.
Consolidated Food Service Co., LP, Zebulon, NC	Performance Food Group, Inc., T/A Carroll County Foods
Dan Valley Foods Inc.	Performance Food Group, Inc., T/A Vistar Corporation
JT Davenport & Sons, Inc.	Preferred Meal Systems, Inc.
Diversified Foods Inc.	Premium Distributors Of Virginia LLC
DPI - Mid-Atlantic Division	Proficient Food Company
EG Forrest Company, Inc.	Quality Custom Distribution
East Side Entrees	Reinhart Food Service LLC
Fast Food Merchandisers, Rocky Mount, NC	Safeway, Inc.
Foodpro, T/A FPC Foodservices	Saval Foods Corporation
Genesis Logistics, Inc.	Schenck Foods Company, Inc.
GFA Brands , Inc., T/A Smart Balance	Southco Distributing Company
Gordon Food Service, Inc.	Sygma Network, Inc., OH
H & S Dairy Distributors, Inc.	Sygma Network, Inc., PA
H.T. Hackney Company, TN	Sysco Food Services Of Knoxville, LLC
H.T. Hackney Company, Newton	Sysco Food Services Of Baltimore
Hoffman Beverage Company, Inc.	Sysco Food Services Of VA, LLC
Holly Poultry	Sysco Food Services Of Hampton Roads, Inc.
IJ Division Of Reinhart Foodservice LLC	Teeters Dairy
Instantwhip Foods	Tree Of Life, LLC/ Kehe Distribution
International Gourmet Foods, Inc.	United Natural Foods Inc.
JL Culpepper & Company, Inc.	U.S. Foodservice-Manassas, VA
Kenneth O. Lester Company Inc.	U.S. Foodservice-Maryland Division
Lankford-Sysco Food Services MD	U.S. Foodservice Inc., Roanoke/Salem, VA
Layman Candy & Tobacco Company. Inc.	U.S. Foodservice-Philadelphia
Liberty Candy Company, Inc., T/A Liberty USA Inc.	U.S. Foodservice-Carolina Division
Loveland Distributing Company, Inc.	U.S. Food Service -Virginia Beach, VA
Maines Paper & Food Service, Inc.	VA Foodservice Group
Martin Brower Company	Vendor's Supply, Inc.
Mattingly Foods, Inc.	Vernon Family Dairy, LLC
McLane Foodservice, Inc.	Whitewave Foods Operating Company
McLane Foodservice, Inc., KY	Wholesome Foods, Inc.
McLane/Carolina	William Roger Alvey, Sr., T/A WRA Distributors
McLane/Mid-Atlantic, Inc.	Willow Run Foods, Inc.
	Witt Wholesale Company, Inc.

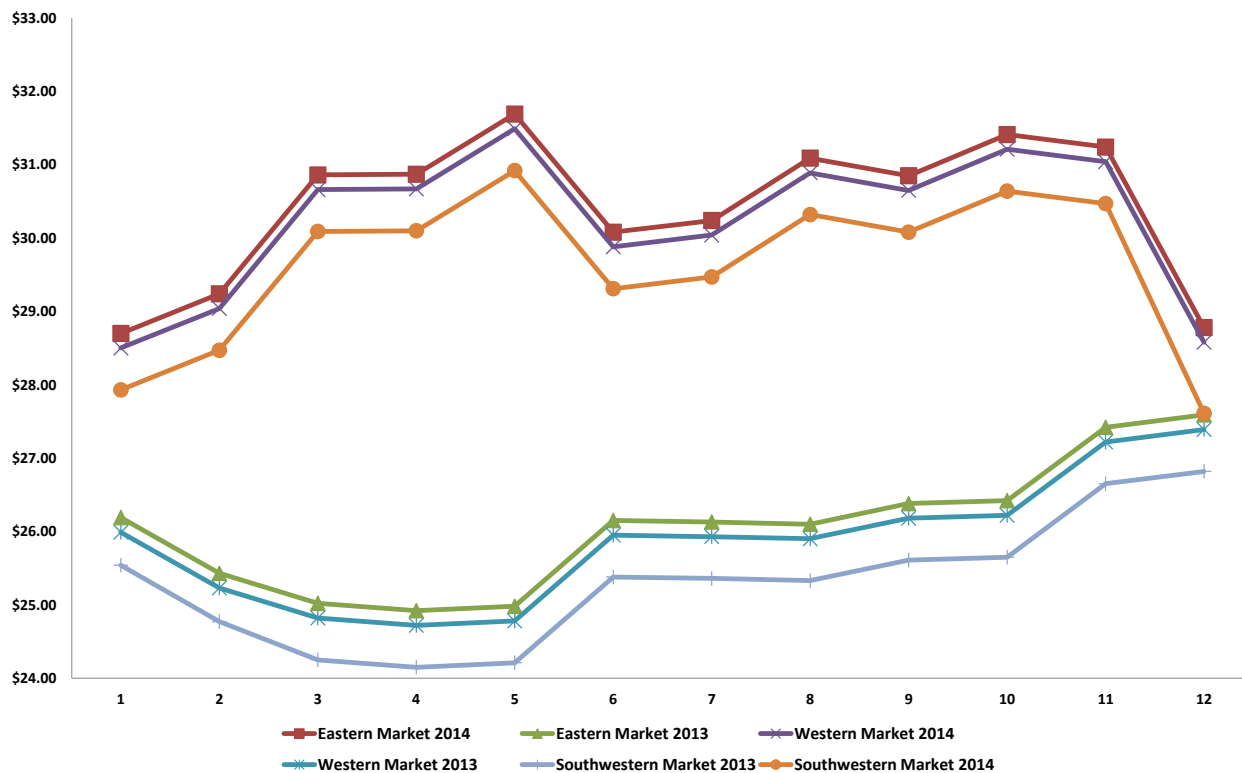
Licensed Producer-Processor General Distributors

Duchess Dairy Products	Ronnybrook Dairy Farm
Kenneth Smith T/A MooThru	South Mountain Creamery
Kreider Dairy Farms, Inc.	Will Brothers Inc. T/A Mt. Crawford Creamery

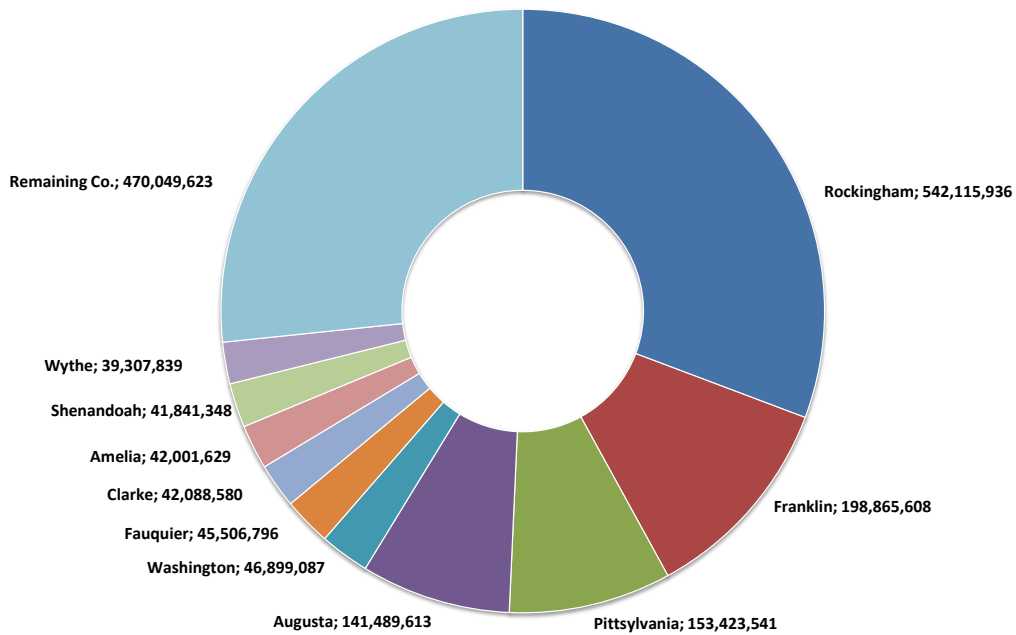
Class I Sales (M lbs) by Plant Type



Monthly Class I Price by Market



Top Milk Producing Counties (lbs)



Greatest Change in Production from Previous Year

